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PAPER MERCHANT SALES REPORT November, 1989

(by NPTA Region)	Sales per Selling Day November, 1989 Compared to November, 1988	Sales per Selling Day November, 1989 Compared to October, 1989	Sales per Selling Day 1989 YTD Compared to 1988 YTD	Days Outstanding (Accounts & Notes) At close of November 1988	1989	Calendar Day Cost of ending October Inventory 1988	1989
INDUSTRIAL							
1	+ 16.7	- 1.6	+13.1	43	42	73	62
2	+ 4.8	.0	+ 7.9	37	37	57	49
3	+ 6.8	+ 1.2	+ 7.9	40	40	68	62
4	- 4.3	- 12.3	+ 7.7	37	37	51	56
5	+ 8.4	+ 3.7	+11.7	36	35	58	60
6	+ 0.7	- 9.9	+ 7.5	41	39	58	63
7	+ 1.5	+ 4.4	+ 3.1	36	37	58	45
8	+ 2.1	+ 2.8	+ 7.3	37	37	54	53
9	+ 6.6	+ 2.7	+10.3	35	38	80	55
NY	+ 4.8	+ 3.2	+ 6.6	49	46	52	**
CHICAGO	- 9.7	- 9.6	- 1.1	43	36	47	64
LA	+ 3.2	- 1.7	+ 7.3	47	42	73	57
US	+ 3.9	- 1.2	+ 7.8	39	39	61	56
PRINTING							
1	- 2.5	- 2.5	+ 4.6	47	45	47	55
2	- 3.4	- 2.4	+ 5.8	43	44	44	60
3	+ 5.3	- 1.7	+ 6.6	42	41	65	70
4	+ 7.6	- 2.1	+12.9	43	42	54	57
5	+ 4.6	- 6.2	+13.3	42	38	66	69
6	+ 3.7	- 7.6	+ 8.7	44	40	69	73
7	+ 1.0	- 2.8	+ 7.4	40	40	69	62
8	+ 6.1	- 1.4	+ 7.4	39	37	65	64
9	+ 10.1	- 3.1	+13.9	38	36	53	52
NY	- 5.0	+ 0.8	- 0.2	40	45	55	65
CHICAGO	+ 4.8	- 2.1	+ 2.7	43	40	59	51
LA	+ 3.6	- 4.0	+11.7	40	40	75	69
US	+ 2.3	- 2.5	+ 7.4	42	41	61	64

COMMENTS ON NOVEMBER'S SALES CHANGES. *INDUSTRIAL* sales changes for November, 1989 over November, 1988 remain lo for the third month, with Chicago Metro the lowest and Regions 1 and 5 the highest both for the month and for the 11-month period. *PRINTING* sales increases for November were the lowest for the year. Please note, however, that the printing paper Producer Price Index was virtually zero for October and may turn out to be negative for November. Regions 4, 5 and 9 show the highest one-month change and the highest 11-month changes, and New York Metro shows the lowest in both.

DAYS OUTSTANDING for November and all of 1989 show little change from 1988. **INVENTORY DAYS** for industrial goods continue the pattern of earlier months of being lower than in 1988. Printing goods remain higher than in 1988 but remain the same as last month.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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